



UNIVERSITY  
OF MANITOBA



# 21<sup>st</sup> ANNUAL FIELDS ON WHEELS CONFERENCE



## ***Grain Complexity: Grow it, Move it and Trade it!***

Friday, October 21, 2016  
Four Points South Hotel, Winnipeg

The complexity of the Western Canadian grain supply chain is difficult to comprehend. On the surface it seems simple: grow it, move it and trade it. The reality is different. A dozen different crops, with multiple grades, are produced on 96,000 farms with 130 million acres. Their output is consolidated at 332 primary grain elevators by four major grain handlers and many smaller ones. The grain is shipped east and west for thousands of kilometers by two Class 1 railways to terminals and container stuffers located at three major ports. From the ports the grain is shipped to buyers around the world in bulk ships and containers. Despite such complexity, the system operates efficiently.

A complex system is not without its challenges: changes to the system and to individual components of the system must be understood, anticipated and adapted to, for it to be viable. Technology is forcing changes to the system at the farm and throughout the transportation network. Adoption of new technologies can permanently increase the supply of grain and put more stress on the current system. Rail and grain companies are making steady improvements in capacity to handle the occurrence of larger crops. These improvements may be tested if 2016 produces another bumper crop.

For 20 years the Fields on Wheels conferences have presented expert speakers, expanding the knowledge base and fostering discussion on developing trends and changes in the grain supply chain. The 21<sup>st</sup> conference carries on this tradition with the addition of a new partner, the University of Manitoba Department of Agribusiness & Agricultural Economics. This is the former home department of Professors Clay Gilson, Daryl Kraft and Ed Trychniewicz, founders of grain transportation research in Canada.

The timing of the Fields on Wheels presents a bonus for hockey fans. Come to Winnipeg for the 21<sup>st</sup> Fields on Wheels on the 21<sup>st</sup> – Stay for the 2016 Heritage Classic at Investors Group Field on the 23rd.

Among the topics to be addressed at the 21<sup>st</sup> Fields on Wheels conference:

- Outlook for World Grain Trade
- Trading Blocs and Trade Agreements
- Fluctuating Demand and System Capacity
- Coping with a potential Bumper Crop
- Preparing for the future of grain transport

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- 8:00 – 8:30 a.m.**      **Registration/Continental Breakfast - SPONSORED BY: CN RAIL**
- Morning Chair:**      **Dr. Barry E. Prentice**, Asper School of Business, University of Manitoba
- 8:30 – 8:40**              Welcoming Remarks  
**Hon. Blaine Pedersen, Minister, Manitoba Infrastructure**
- 8:40 - 10:00 a.m.**      **Session 1 – Outlook for World Grain Trade**  
**SPONSORED BY: GOVERNMENT OF MANITOBA, MINISTRY OF INFRASTRUCTURE**
- “Trends, Prices and Expectations in Global Grain Demand”
- Dr. Brian T. Oleson, Head, Department of Agribusiness and Agricultural Economics**
- “Whither Agricultural Trade Policy?”
- Dr. Joe Glauber, Senior Research Fellow at the International Food Policy** (former Chief Economist, U.S. Dept. of Agriculture)
- Questions from the floor*
- 10:00 – 10:30 a.m.**      **Networking Break SPONSORED BY: PORT OF VANCOUVER**
- 10:30 – 12:00 p.m.**      **Session 2 – Fluctuating Demand, Capacity and Bottlenecks**
- “Port Capacity”  
**Doug Mills, Senior Account Representative, Port of Vancouver**
- “Grain Handling Expansion”  
**Mark Dyck, Director, Logistics, G3 Canada**
- “Rail-Port Fluidity and Capacity”  
**Greg Hamilton, Corporate Development Manager, CN Rail**
- Questions from the floor*
- 12:00 – 1:30 p.m.**      **Lunch – Keynote Speaker:**
- Hon. Ralph Eichler, Minister, Manitoba Agriculture**
- Afternoon Chair:**      **Ms. Oksana Exell**, President & CEO, WESTAC
- 1:30 – 2:45 p.m.**      **Session 3 – Opportunities and Efficacies in Grain Transport**
- “Aging and Renewal of the Hopper Car Fleet”  
**Steve Pratte, Canadian Canola Growers Association**
- “Maximizing Efficiency in the Grain Supply Chain”  
**Jeff Edwards, Assistant VP of Service Design & Car Management, CP Rail**
- “Grain in a Box”  
**Dr. Barry E. Prentice, Professor, I.H. Asper School of Business**
- Questions from the floor*



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**2:45 – 3:15 p.m.**

**Networking Break - SPONSORED BY: CP RAIL**

**3:15 – 4:30 p.m.**

**Session 4 – Commodity Perspectives on International Markets and Emerging Opportunities for Growth**

“2016 Year of the Pulses”

**Chris Ferris**

**Senior Grains Analyst – Canada, Informa Economics IEG**

“Canola: Keep it coming”

**Brian Innes, Vice President, Government Relations, Canola Council**

“Wheat Outlook – Export Considerations for 2015/16 and Beyond”

**Harvey Brooks, GM - Saskatchewan Wheat Development Commission**

*Questions from the floor*